

Line	Speaker	Conversation	Linguistic Features	Paralinguistic features
1 2 3	Doc:	↑You've been randomised (0.4) to the group which is (.) sort of suggesting that (0.4) supp <u>o</u> :rt (.) for losing weight,	When starting the pre-announcement, the GP states the patient has been randomised to a group which suggests support for losing weight is effective.	The GP emphasises key words such as " <u>positively</u> " on line 6 and " <u>definitely</u> " on line 7 by 'punching' key syllables, increasing their volume slightly.
4	Pat:	Yeah.	The patient responds with a continuer "yeah"	
5 6 7 8 9 10	Doc:	I- is you know the evidence is showing th- that (0.4) is sort of will <u>positively</u> help you lose weight. (.) And <u>definitely</u> again from blood pressure point of view (0.4) with your blood pressure being a bit bo:rd <u>e</u> rl <u>e</u> ,	The GP follows this by stating that evidence shows this will help. Her verb "help" at line 7 is modified with an intensifier " <u>positively</u> ". Her delivery of this intensifier is strongly emphasised, acting to positively valence this turn. The verb "help" positively presents the referral as supportive or helpful. The GP then topicalises the patient's blood pressure – a condition that could potentially benefit from weight loss- but minimises its status as a problem stating it is a "bit" borderline.	The GP talks quickly throughout this pre-sequence, apparently slowing down only to emphasise key words such as "bo:rd <u>e</u> rl <u>e</u> " (line 10) and "bo:rd <u>e</u> rl <u>e</u> anymo:re" (line 15). This impression of change in speed may be due to the elongated, emphasised, vowel sounds on these key words.
11	Pat:	Yeah,	The patient responds with a second continuer "yeah"	
12 13 14 15	Doc:	It <u>may</u> be (0.4) if you could lose a bit of weight that will even (0.4) you know that will bring it down (.) so it won't even be bo:rd <u>e</u> rl <u>e</u> anymo:re.	Following this downgraded assertion of a potential problem, in her next turn the GP engages in an 'optimistic projection'* of its solution, emphasising that weight loss may solve this condition. Just as the GP minimises the patient's blood pressure (a bit borderline) she also minimises the effort the patient will need to undertake to benefit stating the patient could lose "a bit of weight". The GP presents weight loss not as necessary, but as contingent on the patient's choice through use of a conditional "if" at line 12.	

Figure 2 – Good news

* Jefferson G. On the sequential organization of troubles-talk in ordinary conversation. 1988; 35: 418-41.